



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



Tips for Success: Building and Maintaining Relationships with Prime Contractors

Moderator: Christine Munroe, Small Business Specialist

Wednesday, August 15, 2018



LOCKHEED MARTIN



Doing Business with Lockheed Martin

August 15, 2018

Michelle Butzke
Lockheed Martin Space
Commercial Civil Space

Business Structure



Aeronautics



Missiles and Fire Control



RMS



Space Systems



International





Aeronautics

- Tactical Fighters
- Tactical /Strategic Airlift
- Advanced Development
- Sustainment Operations



Missiles and Fire Control

- Air and Missile Defense
- Tactical Missiles
- Fire Control
- Combat Maneuver Systems
- Energy



Rotary and Mission Systems

- Maritime Solutions
- Radar and Surveillance Systems
- Aviation Systems and Rotorcraft Platforms
- Training and Logistics Solutions



Space

- Surveillance and Navigation
- Global Communications
- Human and Deep Space Exploration
- Strategic and Defensive Systems



New Supplier Qualities We Seek:

- **Socio-economic status**
- **Past performance with federal customer**
- **Experience with Lockheed Martin or other Prime Contractor**
- **Experience in one of our industries**
- **Quality certifications**
- **Security clearances**
- **Location**
- **Technology unique to their company, patented**
- **Differentiating factors**
- **Supplier of needed services**



Lockheed Martin Supplier Wire LockheedMartin.com/US/Suppliers



1 Do your Homework
and Identify a
Target

4 Meet Influencers

2 Complete the
Supplier Marketing
Portal

5 Subscribe to SBIR/
STTR Distribution

3 Subscribe to the
Immediate Needs
Bulletin Board

6 Bring Opportunities
to Us

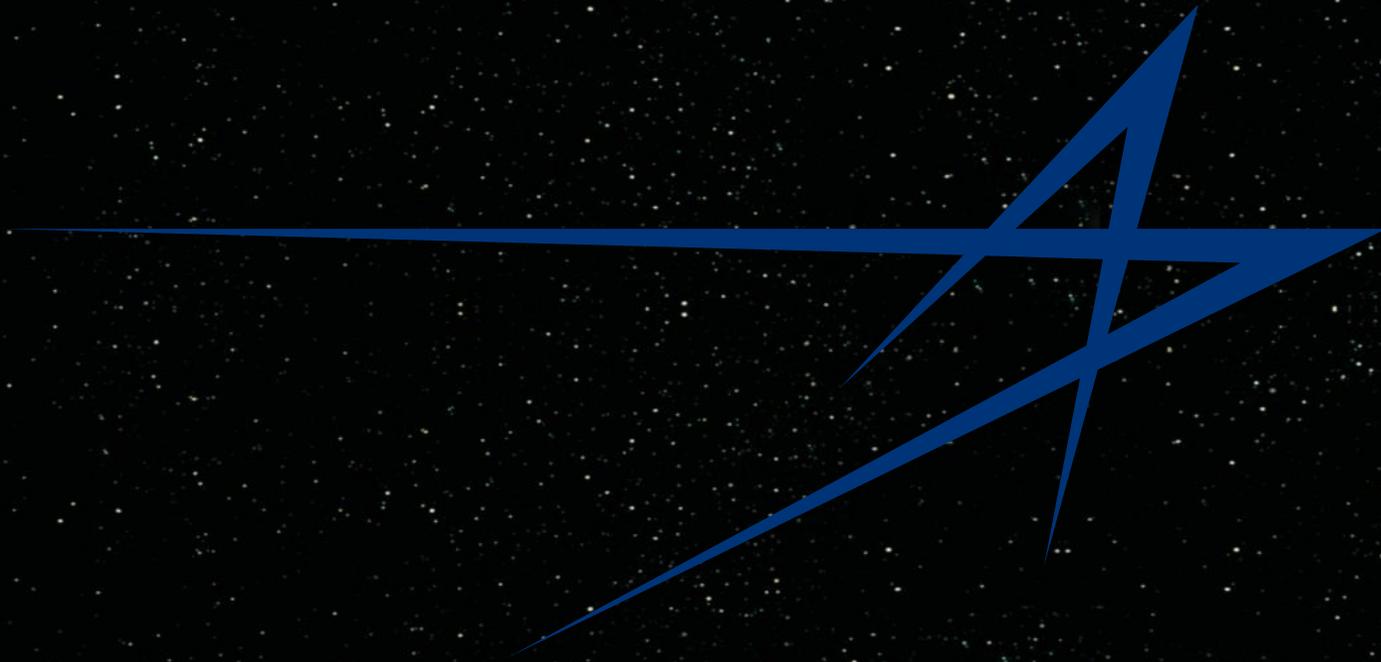


MICHELLE BUTZKE
Supplier Relations Manager

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PATTY PIERSON
Supplier Diversity Advocate

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Building & Maintaining Relationships with Prime Contractors

Toni Hall

SBLO

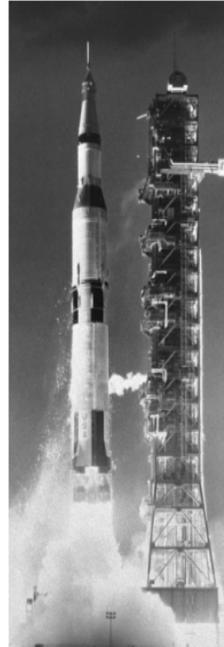
August 2018

Boeing History-The First 100 Years

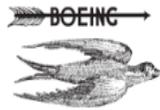
Founded in
1916
 in the Puget Sound region
 of Washington state



Became a
LEADING PRODUCER
 of military and
 commercial aircraft



Completed a
 series of
 strategic
 mergers and
 acquisitions to
 become the
**WORLD'S
 LEADING
 AEROSPACE
 COMPANY**



Boeing Airplane Co. 1916



Douglas Aircraft Co. 1921



Stearman Aircraft Co. 1927



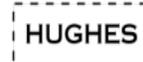
North American Aviation,
 Inc. 1935



Piasecki Helicopter 1940



McDonnell Aircraft
 Corp. 1945



Hughes Space and
 Communications 1948



McDonnell Douglas
 Corp. 1967



Rockwell International

Rockwell International 1968



The Boeing Company today

Global Boeing



**\$94.6
BILLION**

in 2016 revenues

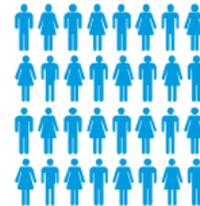
Products and services support
to customers in more than
150 COUNTRIES



Manufacturing, service and
technology partnerships
with companies around
the world

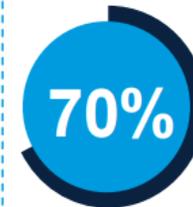
Contracts with more than
20,000
suppliers and
partners globally

Approximately
**145,000
BOEING
EMPLOYEES**

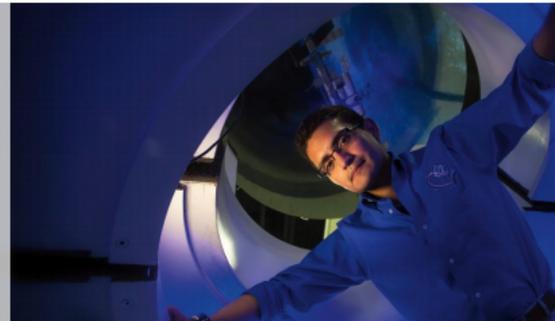


across the
United States and
in more than
65 COUNTRIES

Research, design
and technology-
development
centers and
programs in
multiple countries



of commercial
airplane revenue
historically
from
customers
outside the
United States



NASA

Commercial Crew

Kennedy Space Center

|

Titusville, FL

ISS

Johnson Space Center

|

Houston, TX

SLS

Marshall Space Flight Center

|

Huntsville, AL

Top NAICS

Commercial Crew

- **336413** Other Aircraft Parts and Auxiliary Equipment Manufacturing
- **332710** Machine Shops
- **334419** Other Electronic Component Manufacturing
- **541330** Engineering Services
- **332999** All Other Miscellaneous Fabricated Metal Product Manufacturing

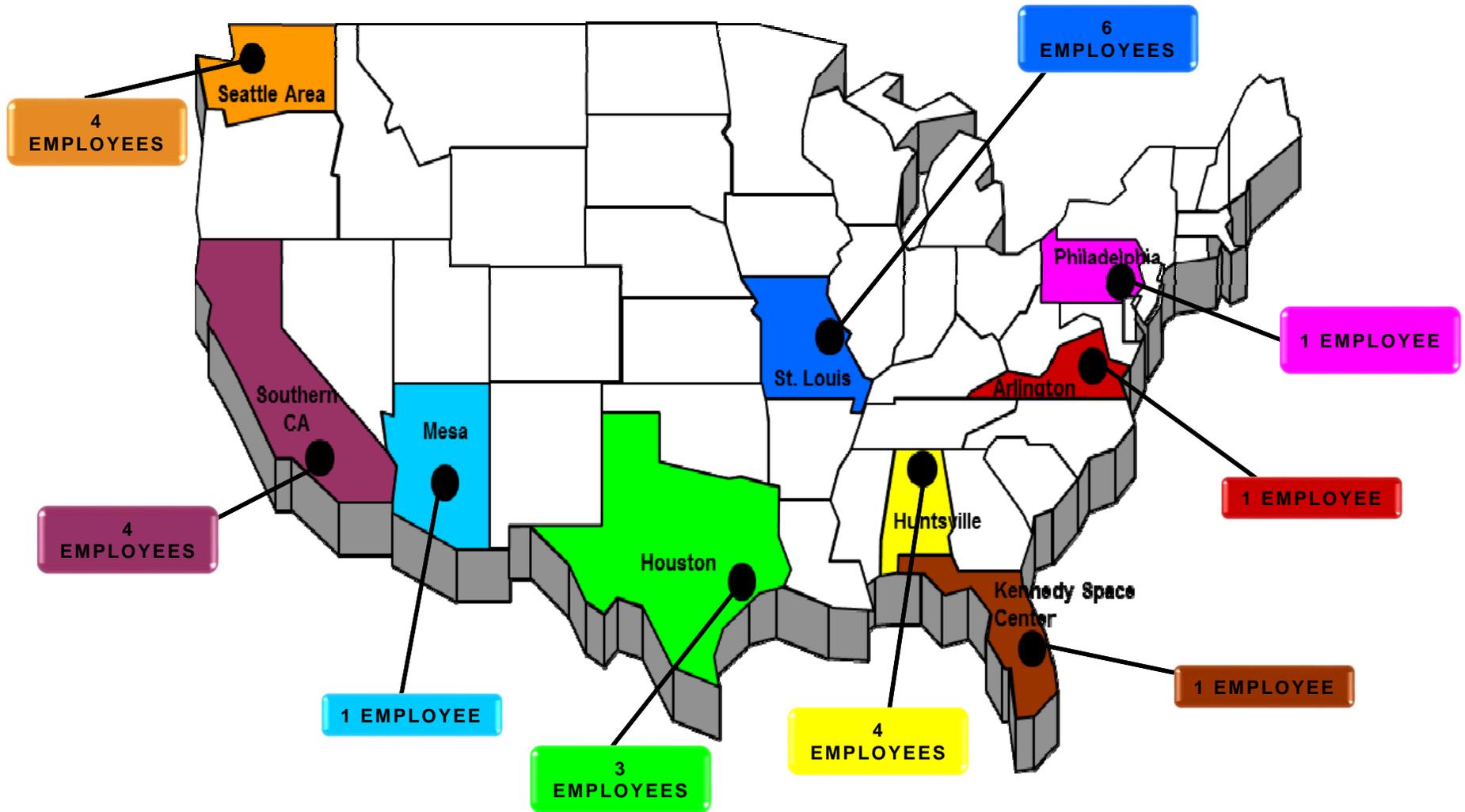
ISS

- **541330** Engineering Services
- **332710** Machine Shops
- **541712** Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
- **334419** Other Electronic Component Manufacturing
- **334417** Electronic Connector Manufacturing

SLS

- **332722** Bolt, Nut, Screw Rivet, and Washer Manufacturing
- **332710** Machine Shops
- **334419** Other Electronic Component Manufacturing
- **541330** Engineering Services
- **334418** Printed Circuit Assembly (Electronic Assembly) Manufacturing

Global Supplier Diversity Network



Supplier Diversity Points of Contact

- **Commercial Crew SBLO**

- Megan Quinn
- megan.k.quinn@boeing.com

- **ISS SBLO**

- Toni Hall
- toni.b.hall@boeing.com

- **SLS SBLO**

- Mark Clem (interim)
- mark.a.clem@boeing.com



Supplier Resources

Boeing and Divisions

- Main Website
- Commercial Airplanes
- Defense, Space & Security (Defense)
- Defense, Space & Security (Space)
- Global Services
- Boeing News
- Investor Relations
- Features
- Conduct Guidelines Booklet

<http://www.boeing.com>

<http://www.boeing.com/commercial>

<http://www.boeing.com/defense/>

<http://www.boeing.com/space/>

<http://bgs.web.boeing.com/index.shtml>

<http://www.boeing.Mediaroom.com/>

<http://www.investors.boeing.com>

<http://www.boeing.com/features>

<http://ethics.whq.boeing.com/guidelines/GuidelinesBooklet.pdf>

Boeing Current and Potential Suppliers

- Doing Business with Boeing
- What Boeing Buys
- Boeing Expectations
- Supplier Registration
- Supplier GATEWAY
- Exostar
- Terms and Conditions

<http://www.boeingsuppliers.com>

<http://www.boeingsuppliers.com/become.html#/hash2>

<http://www.boeingsuppliers.com/become.html#/hash3>

<http://www.boeingsuppliers.com/become.html#/hash5>

<https://app.suppliergateway.com/boeing/Login.aspx>

<http://www.boeingsuppliers.com/portal.html#/hash3>

<http://www.boeingsuppliers.com/terms.html>





KBRwyle

U.S. Government Services Overview

Full Spectrum U.S. Government Services

KBRwyle includes three heritage government services organizations



KBRwyle

KBR

HTSI

Wyle

SGT

KBRwyle - We Deliver

An integrated U.S. Government Services provider delivering full spectrum program life cycle services to ensure our customers' mission success



60+

U.S. Locations
35+ Foreign Locations



10,500

Employees



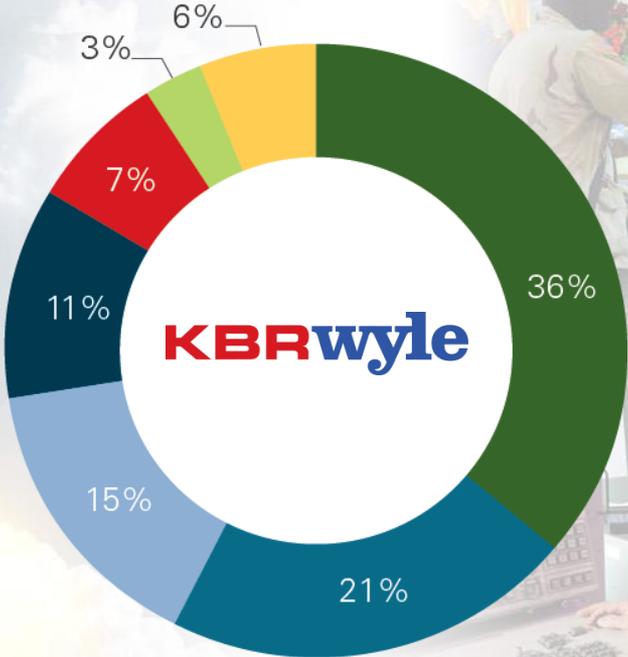
\$1.8 Billion

Annual Revenue

Customer Profile

Solving our customers' most challenging problems since 1940.

- U.S. Army
- U.S. Navy
- NASA
- U.S. Air Force
- Other Defense and Civilian
- Classified
- Commercial Aerospace



Delivering Mission Success



GLOBAL LOGISTICS &
MISSION SUPPORT

- Recognized mission operations leader in the world's most challenging environments
- #1 Maintenance provider of prepositioned stock for U.S. Army and U.S. Marine Corps
- 25+ years as provider of logistics and exercise support to Eastern Europe
- 20+ years as a leading expeditionary support services provider



ENGINEERING
SUPPORT

- #1 Systems Engineering and Technical Assistance (SETA) provider to U.S. Navy aviation and U.S. Army aviation
- 40+ years of development assistance to every major U.S. naval aviation platform
- 35+ years of Advisory and Assistance Services (A&AS) to U.S. Army missile defense
- Largest independent flight test organization in the U.S.

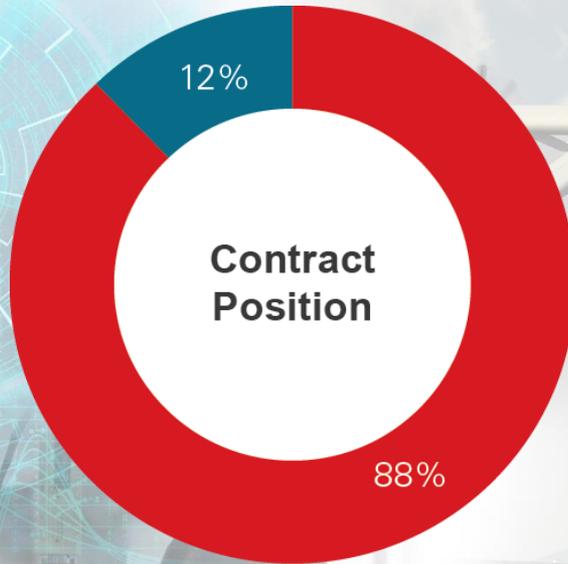


SPACE
MISSION SUPPORT

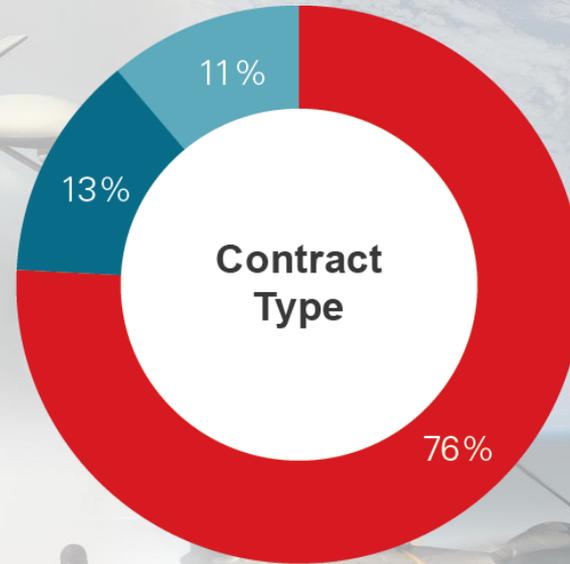
- #1 life sciences provider to NASA
- 65+ years of pioneering space engineering and operations
- Supported every U.S. astronaut since 1968
- Key provider of ground systems and mission operations to NASA, U.S. Air Force and NOAA

Contract Profile

Playing a lead role in delivering domain and subject matter expertise on a variety of full life cycle, long-term missions and programs



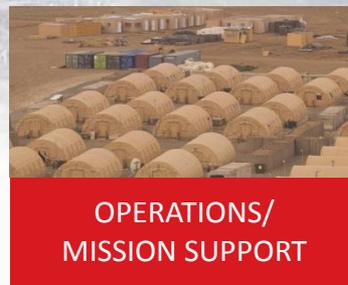
- Prime
- Subcontract



- Cost Plus
- Fixed Price
- Time & Materials

Core Capabilities

Bringing unique tools, proven processes and outstanding customer satisfaction to the government's largest and most important programs



Networking & Building Relationships

- Timing
- Go with who you know
- Center by Center
- Team composition
- Five year relationship

NASA Locations & Contact info

- Johnson Space Center
- Ames Research Center
- Glenn Research Center
- Langley Research Center
- Goddard Space Flight Center
- Marshall Space Flight Center

- <https://kbr.com/markets/government/>

Brian Breen

brian.breen@kbrwyle.com

301-805-3088

7515 Mission Drive
Lanham, MD, 20706



The appearance of U.S. Department of Defense (DoD) visual information does not imply or constitute DoD endorsement.
Photos courtesy of U.S. Army, Navy, Air Force and NASA. M0032-2016-KBRwyle-12-2016

A dark blue silhouette of a world map is centered on the slide, showing the outlines of continents and oceans.

PAE

August 3, 2018

Enduring Support | Essential Missions

From our founding in 1955, PAE has offered enduring support to the essential missions of the U.S. government, its allied partners and international organizations. Today, approximately 20,000 members of our global workforce perform with excellence and dedication in more than 60 countries, on all seven continents, in some of the world's most challenging regions. We attribute our success to the quality of our team member's work and the integrity and high ethical standards that define our business operations.

With expertise in a wide range of areas, PAE employees ensure the readiness of the U.S. government to implement homeland security, defense and civil government missions as well as foreign policy and national security objectives around the world. In addition to these core capabilities, PAE is proud to offer a broad range of products to solve the challenges of predicting and preventing asymmetric threats:

- Global Logistics and Stability Operations: Supports the implementation of U.S. foreign policy objectives through worldwide diplomacy missions
- Infrastructure Management: Operates and manages large scale facilities and infrastructure for military and civilian personnel and supports critical test, training and space ranges
- Force Sustainment: Supports comprehensive military and civilian aircraft fleet in established and remote locations.
- Information Optimization: Provides essential adjudication support and business process outsourcing serving critical national security missions.
- Counter-Threat Solution: Provides multi-dimensional intelligence, technology and training solutions, as well as full spectrum UAS services.
- #1 Services Provider to the DoS: 2017 BGOV200 Report
- #1 Professional Services Firm: 2016 Washington Technology Top 100
- #3 Provider of Services to the USG in Africa: 2017 FPDS Query

PAE currently holds NASA contracts at JSC, Stennis and MAF

PAE provides services and purchases using NAICS codes if applicable

- Construction/general contracting
- Electrical
- Roofing
- Welding
- Consulting
- Elevator maintenance
- HVAC
- Abatement and Remediation
- Architectural and engineering
- Underwater services/inspection
- Fencing
- Logistics
- Reliability centered maintenance
- Maintenance, Repair and Operations suppliers
- Aircraft parts
- Automotive parts
- Chemicals
- Computers and peripherals
- Electronic components
- Hardware
- Insulation
- Lumber
- Pipes/valves/fittings
- Office supplies
- Food
- Vehicles

In 2017, PAE awarded \$592M to small businesses. It is PAE's policy to develop and sustain a diverse supplier base that fosters strategic relationships, customer satisfaction, and growth. Small businesses or universities may contact PAE's Small Business Liaison Office at sblo@pae.com to discuss opportunities with PAE.

PAE partners with universities for scientific, engineering, and research and development opportunities with the US Government also partnering with HBCU's. PAE successfully negotiating the first Mentor-Protégé Agreement with an HBCU under NASA's Mentor-Protégé program at the NASA Johnson Space Center.

Tips for Success for Companies and Universities: Working with Primes

- Do your homework BEFORE you make contact with a prime contractor. Research your future customer, the market place, and how your company can be a differentiator for that customer.

- Develop a relationships with not only the prime contractor but other small business that can expand your capabilities, offerings, and make you an attractive strategic partner.
- This relationship is a two way street. You are looking for new business opportunities and so is the prime. This could open doors to new contacts in the prime contractor's organization.

PAE POC for small business information:

NASA JSC: Linda Waters Performance Manager,
Linda.K.Waters@NASA.Gov

Corporate Wide: Tim Short, Small Business Liaison Officer

E-mail: sblo@pae.com

Website: <https://www.pae.com/about-pae/Suppliers-and-Small-Business-Opportunities>

NASA JSC Facilities Support Services Contract

Stephen Brettel
Program Director
281-244-5874

stephen.p.brettel@nasa.gov

SB Program POC:

Linda Waters
Performance Manager
281-483-875

linda.k.waters@nasa.gov



STINGER
GHAFFARIAN
TECHNOLOGIES

KBRwyle

***NASA HBCU/MI Technology
Infusion Road Tour
University of Hawai'i-Manoa***

***“Tips for Success”
Building and Maintaining
Relationships with
Prime Contractors***

***Presenter: Chemise Smith
Small Business Liaison Officer***

August 15, 2018

CORE COMPETENCIES

Performing Work (*Highly recognized for Engineering Services*):

- ❑ **Engineering**: Spacecraft, Systems and Instruments, Software Engineering, Systems Engineering and Integration
- ❑ **Scientific Analysis**: Orbital and Global Climate Change Analysis
- ❑ **Mission Operations**: Human Spacecraft and Weather Operations
- ❑ **Information Technology**: Cyber Security, Enterprise Computing, Application Services

Supports (7) NASA Centers: Ames, Glenn, Goddard, Johnson , JPL, Kennedy, and Langley AFB

Additional Federal Clients: Department of Transportation (DOT)/FAA, Department of Interior (DOI), Department of Defense (DoD), and NOAA

What Does SGT Purchase

- Space Flight Hardware and Software
- Mechanical Hardware
- IT Software Maintenance and Hardware
- Engineering Services
- Machine Parts and Prototyping

NAICS Codes: 541330, 541512, 541611, 541715, 541990

HBCU/MI Expertise for teaming opportunities:

- Master to PhD level staff support
- Computer Scientist
- System Engineers
- Software Developers

Internships in relevant areas of expertise

Selecting Potential Small Business (SB) Partners

- Niche and complimentary capabilities that align with SGT Federal Programs
- Relevant work/successful past performance
- Quality assurance industry certifications such as ISO, AS9100, CMMI
- Work seamlessly as a trusting teaming partner
- Responsive to timelines and contract delivery requirements

Marketing to Prime Contractors (Tips for Success)

- Establish your strategy and direction (i.e., identify core technology strengths, target opportunities)
- Target Large Business (LB) Primes that share similar technology expertise and commitment to the mission critical needs of our customers
- Become a valuable teaming by partner participating in the recruiting process, play an active role, and stay in engaged
- Contact the LB Prime's SB Office for Introductions to Program Management.



STINGER
GHAFFARIAN
TECHNOLOGIES

KBRwyle

Presenter:

Chemise Smith

Small Business Liaison Officer

7701 Greenbelt Road

Greenbelt, MD

(301) 464-7584

csmith@sgt-inc.com

www.sgt-inc.com



UNIVERSITIES SPACE RESEARCH ASSOCIATION
7178 COLUMBIA GATEWAY DRIVE
COLUMBIA, MARYLAND 21046

410-730-2656
www.usra.edu

USRA Was Founded in 1969

“I would like to propose that the Academy take initiative in convening the representatives of a number of appropriate universities to discuss the formation of such a consortium.”

James E. Webb, NASA Administrator, 1961 – 1968
 In his 1965 letter to Frederick Seitz, President of the National Academy of Sciences

“To constitute an entity by means of which universities and other research organizations may cooperate with one another, with the governments of the United States and other nations, and with other organizations toward the development and application of space-related science, technology, and engineering.”

From the USRA Articles of Incorporation

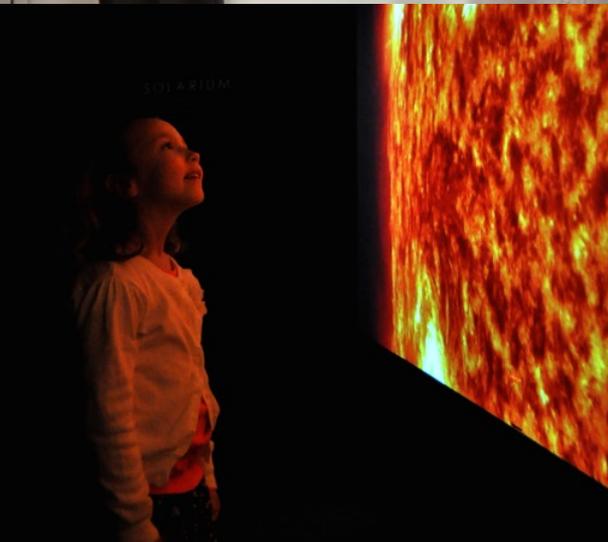


USRA Is Driven by Its Mission and Values



OUR MISSION

- Advance the space- and aeronautics-related sciences and exploration through innovative research, technology, and education programs;
- Promote space and aeronautics policy; and
- Develop and operate premier facilities and programs by involving universities, governments, and the private sector for the benefit of humanity.



OUR VALUES

- **Passion**—for science, technology, and education.
- **Partnerships**—with universities, governments, and the private sector.
- **Professionalism**—through excellence, accountability, and respect for others.

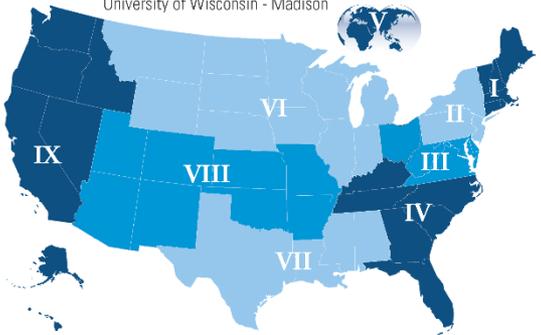
USRA Is Overseen by a Council of Institutions

Region V
 University of Bern
 The University of British Columbia
 University of Canterbury
 The Chinese University of Hong Kong
 University of Cologne
 École Polytechnique Fédérale de Lausanne
 University of Leicester
 The University of Sheffield
 University of Stuttgart
 The University of Sydney
 Technion - Israel Institute of Technology
 Tel Aviv University
 University of Toronto

Region VI
 The University of Chicago
 University of Illinois at Urbana-Champaign
 Indiana University
 The University of Iowa
 Iowa State University
 University of Michigan
 Michigan Technological University
 University of Minnesota
 Montana State University
 The University of Nebraska-Lincoln
 Northwestern University
 Purdue University
 University of Wisconsin - Madison

Region I
 Boston College
 Boston University
 Brandeis University
 Brown University
 University of Connecticut
 Harvard University
 Massachusetts Institute of Technology
 University of New Hampshire
 Tufts University
 Yale University

Region IX
 University of Alaska Fairbanks
 University of California - Berkeley
 California Institute of Technology
 University of California, Los Angeles
 University of California, San Diego
 University of California, Santa Barbara
 University of Hawai'i
 University of Southern California
 Stanford University
 University of Washington



Region VIII
 The University of Arizona
 Arizona State University
 University of Arkansas
 University of Colorado Boulder
 Colorado School of Mines
 University of Denver
 The University of Kansas
 The University of New Mexico
 New Mexico State University
 The University of Oklahoma
 Oklahoma State University
 Utah State University
 Washington University in St. Louis

Region VII
 Alabama A&M University
 The University of Alabama in Huntsville
 Auburn University
 Baylor University
 University of Houston
 Louisiana State University
 Mississippi State University
 Rice University
 Texas A&M University
 Texas Tech University
 University of Texas at Arlington
 University of Texas at Austin
 University of Texas at Dallas
 University of Texas Medical Branch at Galveston

Region IV
 University of Central Florida
 The College of William & Mary
 University of Florida
 Florida State University
 Georgia Institute of Technology
 Hampton University
 North Carolina A&T State University
 North Carolina State University
 Old Dominion University
 University of Tennessee, Knoxville
 Vanderbilt University

Region II
 University at Buffalo, SUNY
 Columbia University
 Cornell University
 Lehigh University
 New Jersey Institute of Technology
 New York University
 The Pennsylvania State University
 Princeton University
 Rensselaer Polytechnic Institute
 University of Rochester
 Rochester Institute of Technology
 The Rockefeller University
 Stony Brook University, SUNY
 University of Pittsburgh

Region III
 Case Western Reserve University
 University of Delaware
 George Mason University
 The George Washington University
 Georgetown University
 Howard University
 Johns Hopkins University
 University of Maryland
 Ohio University
 The Ohio State University
 University of Virginia
 Virginia Polytechnic Institute & State University



110 member institutions, in the U.S. and worldwide.

Council representatives:

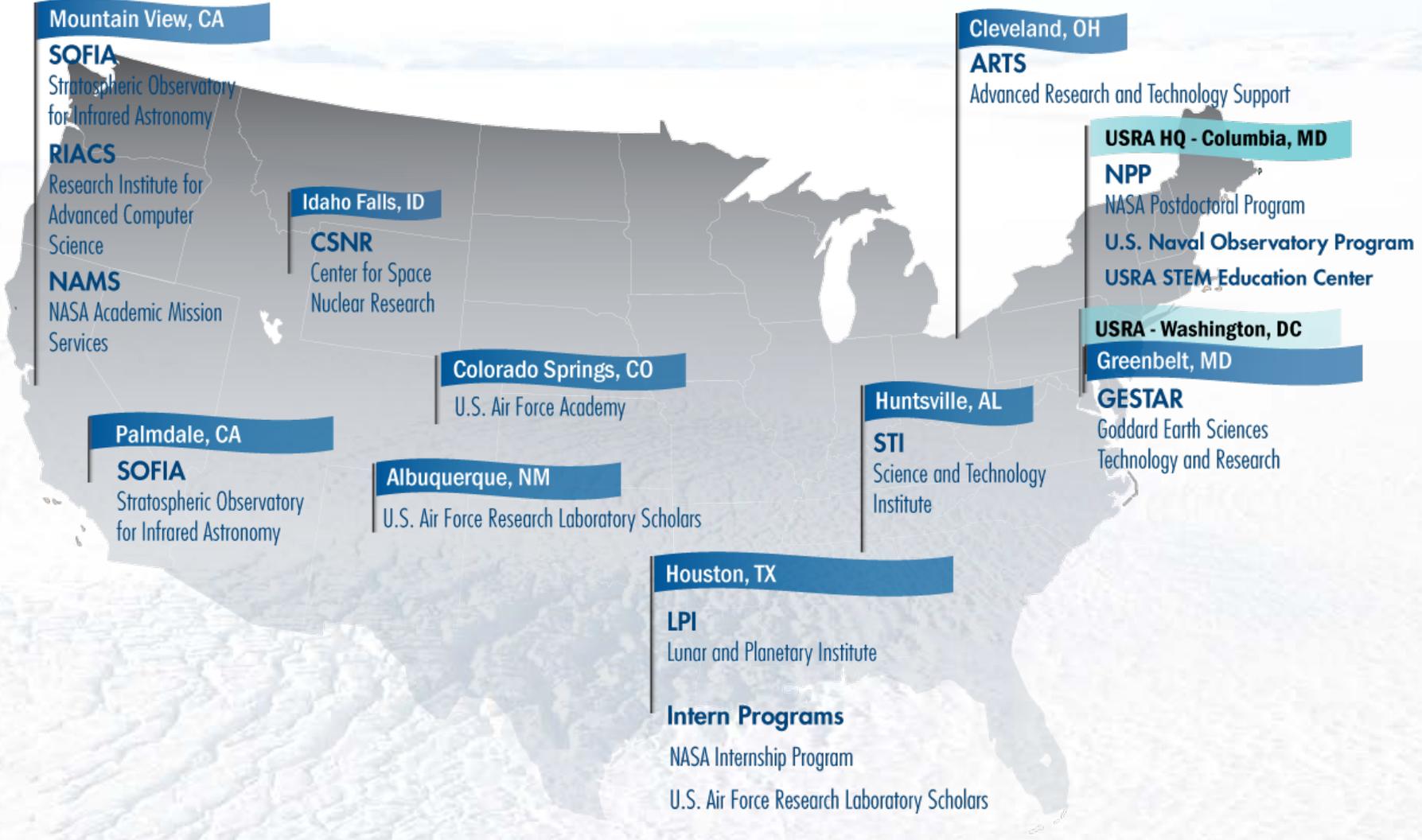
- Establish Bylaws
- Elect Board of Trustees
- Guide public policy advocacy

University Membership in USRA

- USRA Members belong to a community of more than 100 Ph.D. granting universities which are active in space science and/or aerospace research and development.
- USRA Members affect the governance of USRA programs and institutes which benefit individual researchers at universities across the country and around the world.
- USRA facilitates connections and collaborations among its member universities and Federal agencies.
- Membership ensures awareness of opportunities for collaboration and participation with USRA's programs and institutes, and possible partnerships on institutional proposals to Federal agencies.
- USRA helps to bring university expertise to Federal agencies.



...From California to Maryland



USRA's Core Competencies Span a Broad Range of Space- and Aeronautics-Related Disciplines



What We Do:

- Astronomy and Astrophysics
- Earth Sciences
- Aeronautics
- Planetary Science
- Quantum Computing
- Materials Science
- Fluid Physics
- Space Nuclear Power and Propulsion
- Computational Sciences
- Advanced Technology Development
- Facility Management and Operation
- Education and STEM Workforce Development

USRA Operates Programs Benefitting the University Community

- USRA operates SOFIA, soliciting proposals from the community and allocating observing time and funding.
- USRA manages internship programs for NASA and the Air Force Research Laboratory, providing research opportunities for more than 1200 undergraduate and graduate students annually.
- USRA provides research opportunities for undergraduate and graduate students across many of its own programs.
- USRA manages the NASA Postdoctoral Program, providing postdoctoral experiences to new graduates at all NASA centers.
- USRA operates the Quantum Computer at NASA/Ames, soliciting proposals from the community and allocating time.
- USRA's annual Lunar and Planetary Science Conference draws more than 1700 university faculty, undergraduates and graduate students.

Collaborating with USRA

Connect with USRA Programs for Collaborative Opportunities:

- Weblink:
<https://www.usra.edu/about-usra/doing-business-usra>
- Identify highly specialized areas of research for NASA, DoD, NSF proposal opportunities
- Meet USRA Program Directors and PI's at Conferences and workshops

HBCU/MI Expertise for teaming opportunities:

- Participate in USRA's Program at Ames: NASA Academic Mission Services R&D Collaborations in key technical areas:
 - ❖ Faculty and intern teams (Masters and PhD level)
 - ❖ R&D Student Program: Co-Op projects for students at NASA
 - ❖ Innovation Lab – utilizing NASA Ames Material Science lab with industry and universities
 - ❖ Find common areas of research for subcontracting

Tips for Success

Selecting Potential University and Small Business (SB) Partners

- Identify specialized areas of research and development that align with USRA's Programs
- Participate in our research and development committees for Science and Technology
- Identify research area of interest to our customers:
 - NASA Ames: Bio and Material Science, Quantum Computing, Aeronautics Research
- Participate in Contractor Councils at the various NASA centers
 - Join the Ames Contractor Council Meeting and meet other Primes and Small Businesses
 - Participate in joint venture session hosted by Ames Small Business Liaison in which Primes participate

Contact Information

- For Introductions to USRA's various Program Management:

Presenter: **Saba Hussain**

Program Development Manager

Mountain View, CA

(650) 279-9807

shussain@usra.edu

www.nams.usra.edu

www.usra.edu

A large, three-dimensional sign for the Universities Space Research Association (USRA). The sign features the letters "USRA" in a bold, white, sans-serif font. The "U" is partially enclosed by a dark circular ring. The sign is mounted on two brick pillars. The background shows a blue-tinted image of trees and a sky.

USRA

UNIVERSITIES SPACE RESEARCH ASSOCIATION

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410-730-2656

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